



# **Government/Industry Acquisition Improvement Team (AIT)**

***10 February 2004***



# ***AIT Mission***



## ***Objective:***

- ▢ Establish a joint Government/Industry team focused on improving the acquisition and business support processes

## ***Goals:***

- ▢ Improve the acquisition and procurement processes at PAX
  - Introduce best business practices & remove obstacles
- ▢ Promote better communications between NAVAIR, NAWCAD PAX and Industry
- ▢ Reduce Cost of Doing Business
- ▢ Reduce Acquisition Lead Times and Reduce Costs
- ▢ Identify problem areas or areas that need improvement
  - Assist to rapidly fix areas that limit efficiency
- ▢ Embrace acquisition reform initiatives



# *Acquisition Improvement Team*



## *Main Elements of AIT*

- ▮ Steering Committee
- ▮ Open Membership
- ▮ Action Teams

## *Supporting Authorities*

- ▮ NAVAIRSYSCOM
- ▮ NAWCAD
- ▮ Congressman Hoyer and Staff



# *Chronology*



- ▮ May 1996, RADM Newsome, NAWCAD, approved the Charter and appointed NAWCAD members
- ▮ AIT Steering Committee meetings scheduled for second Thursday of each month
- ▮ Open meetings held as needed and when important issues can be addressed
  - Open to all industry and Government attendees





# *teering Committee Charte*



- ▢ Formed a Team Consisting of Government and Industry Leaders
- ▢ Chairmen: Senior NAWCAD Manager & Senior Industry Rep
  - Terrence O'Connell – AIR 2.5.1
  - Floyd Warren – EMA, Inc - Industry Co Chair/Liaison
- ▢ Voting Membership Consists of:
  - Eight NAVAIR/NAWCAD Senior Managers
  - Senior Managers from eight PAX support services contractors
- ▢ Function as the Steering Group for Initial
  - ▢ Improve the Acquisition and Support at PAX
  - ▢ Identify Problem Areas and Propose





# *Voting Members*



***Chairman: Terrence O'Connell***  
***Industry Liaison: Floyd Warren***

## **Government**

<u>Competency</u>	<u>Individual</u>
1.0	Terry Wilt
2.0	T. O'Connell
3.0	Tim
O'Connor	
4.0	Jules
Lewyckyj	
5.0	Chad Miller
7.0	Karen

Holcomb

NAVAIR Pat

McLaughlin

SADB Barb Greeley

## **Industry**

<u>Company</u>	<u>Individual</u>
EMA	Floyd Warren
Veridian/AIES	Brent Bennitt
BAE	Larry Wise
Titan	Keith Fairfax
PSI	Nasser Basir
ManTech	Ken Farquhar
Compliance	Hal Herndon
RBC	Ken

Stepanuk



# *Action Teams*



- ▮ Steering Group: Establishes and tasks Action Teams
- ▮ Action Teams: Investigate specific problem areas and processes
  - Non-voting members and interested parties may staff the Action Teams
  - Include at least one member of the Steering Group
  - Study the problem
  - Recommend solutions to the Steering Group
- ▮ No procurement sensitive or solicitation specific data may be discussed



# *Examples of Action Teams Used*



- Long Lead Times for Contract Awards
- Open Communications
  - Two Way Flow of Information
  - Access to Public Information/Web Access
- Proposal Evaluation Process
- Past Performance Criteria/CPARS
- Future Contract Requirements
- BRAC Consolidation Impacts
- Occupancy Fee/Overhead Fees
- NMCI Issues and Industry Impacts
- Multiple Award Contracting
- Equitable Fee Policies for Contracts
- Small Business Policies





# *Value Added Improvements*



- Communications and Automation
  - AIT and Contracts web pages developed
    - <http://www.nawcad.navy.mil/ait>
    - Limited use at this time. Trying to re-establish
  - Data to be available on the Internet
    - Future Contracts Requirements List (in work)
    - Contracts Organization Chart
    - Acquisition Notices
    - Link to AIR-2.0 Website
- Post Award Debriefs Improved
  - Provides more info to bidders



## *Value Added Improvements (continued)*



- ▮ Co-Location of Contracts Personnel with Some Project Teams to Improve Communications and Team Efforts
- ▮ Expanded Use of GSA BPAs to be More Responsive to Customers
- ▮ Past Performance Emphasized Over Just Cost
  - Industry inputs taken for new system
  - CPARS established
  - LOCARS developed
- ▮ Acquisition Lead-Times Dramatically Reduced
  - Workflow and process flow studies done and metrics developed
    - Contract awards and delivery orders tracked



# *Value Added Improvements (continued)*



- Informational Briefs on Sensitive Issues Given to Industry and Government Managers
- Policy Inputs Solicited and Accepted from AIT
  - Past Performance Procedures
  - GSA/BPA Policies
  - Composite/OCCFEE Rate Policy
  - NMCI Impacts and Interface
- Unbridled Exchange of Ideas and Opinions
- Sounding Board for NAVAIR Policy Changes



# *Value of AIT*



- AIT Has Been a Very Positive Initiative
  - Increased communications alone justifies AIT
  - Gives Industry a way to address problems within the NAVAIR Team
  - Government members can air their issues and propose process improvements
  - Positive change has occurred
- Change Has Not Been as Fast as We'd Like
  - But there have been significant improvements
  - Information flow, candor and openness have increased
  - Limited Headquarters Participation



# Summary



- Our Challenge is to Objectively View the Processes
  - Focus on ALL problem areas
    - Not just those inside the Gate
  - React and adapt to the changing face of PAX and the acquisition process
  - Work as a NAVAIR team toward common goals
  - Keep personal and company bias
  - Reduce costs in time and money possible
- We Solicit **For Details Contact**



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